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ABSTRACT

The New Hampshire Technical Institute (NHTI) and the six New Hampshire Vocational-Technical Colleges (NHVTC) offer collegiate education preparing individuals for direct employment in business, industry, health, and service-related fields. At the completion of the 1983-84 academic year, 1,130 students had graduated from 46 different programs offered by the college/institute system. As of November 1, 1984, 96% of those graduates had been satisfactorily placed; i.e., 82% were gainfully employed and 9% were continuing their education. Of the employed graduates, 96% were working in a job directly or closely related to their college program. Many positions were obtained as a result of the lifetime placement service provided at each institution. Graduates continued to show a preference for attending college, working, and living in New Hampshire, with 78% of the employed graduates working in the state. The average job entry salaries for the 1984 graduates increased significantly over the previous year's average, so that it was estimated that all employed graduates would have a total gross dollar earning power of approximately $17,970,000 during their first year of employment. The bulk of the report consists of tables providing placement data separately for NHTI and NHVTC graduates. A section on the degree programs and adult education and apprenticeship courses offered through the system's extension services, and a list of employers who interviewed NHTI/NHVTC graduates are also included. (HB)

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GRADUATE PLACEMENT REPORT

1984

New Hampshire Vocational-Technical Colleges

and

New Hampshire Technical Institute

JC 850121

STATE OF NEW HAMPSHIRE

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John H. Sununu

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1984 ANNUAL SUMMARY

PLACEMENT OF GRADUATES

The New Hampshire Department of Postsecondary Vocational-Technical Education administers the New Hampshire Technical Institute at Concord and the six New Hampshire Vocational-Technical Colleges at Berlin, Claremont, Laconia, Manchester, Nashua and Stratham. These public, two-year institutions are supported by State funds, student tuition, federal grants, and other miscellaneous revenues.

The Vocational-Technical Colleges and the New Hampshire Technical Institute offer collegiate education preparing women and men for direct employment in business, industry, health and service related fields. Classroom instruction is supplemented with laboratory, shop and clinical experiences. Instruction includes English, mathematics, science and social sciences. Emphasis at the Technical Institute is placed upon higher mathematics, physical science, technical subjects, and laboratory techniques. At the Vocational-Technical Colleges, the emphasis is on planned practical experience with equipment used in business, industry, and the health fields. All allied health science programs include affiliation with appropriate medical facilities.

Depending upon program, Associate Degrees, Diplomas or Certificates are awarded to graduates of the Colleges and the Institute. All seven institutions are members of and accredited by the New England Association of Schools and Colleges, Inc. All seven institutions are approved for Veterans benefits. All health programs within the system are accredited by appropriate organizations and several institutions have individual technical program accreditation. All institutions are authorized under federal law to enroll non-immigrant alien students.

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FULL TIME DAY PROGRAMS

All programs lead to an Associate Degree except one-year programs

	Concord	Berlin	Claremont	Laconia	Manchester	Nashua	Stratham
BUSINESS PROGRAMS							
Accounting		X				X	
Administrative Secretarial Management						X	
Business Administration	X						
Computer Information Systems	X						
Engineering Office Assistant					X		
Marketing Management						X	
Microcomputer Business Management			X				
Mid-Management		X					
Secretarial (1- and 2-year)		X		X			
HEALTH PROGRAMS							
Alcohol Counseling (1-year)	X						
Dental Assisting (1-year)	X						
Dental Hygiene	X						
Emergency Medical Care	X						
Medical Assistant (1- and 2-year)			X				
Medical Laboratory Technician			X				
Medical Records Technician/Transcriptionist			X				
Mental Health/Human Services	X						
Nursing (ADN)	X		X				
Occupational Therapy Assistant			X				
Operating Room Technician							X
Physical Therapy Assistant			X				
Practical Nursing (1-year)		X	X		X		X
Radiologic Technology (X-Ray)	X						
Respiratory Therapy			X				

	Concord	Berlin	Claremont	Laconia	Manchester	Nashua	Stratham
TECHNICAL & INDUSTRIAL PROGRAMS							
Applied Computer Technology						X	
Architectural Engineering Technology	X						
Auto Body						X	
Automotive Services/Automotive Technology		X			X	X	X
Building Construction Technology					X		
Commercial Design & Illustration					X		
Computer & Electronics Technology						X	
Computer Electronics/Electricity			X				
Culinary Arts		X					
Drafting/Drafting Technology		X	X	X	X	X	X
Electronic Engineering Technology	X						
Electrical Construction				X			
Fire Protection				X			
Graphic Arts				X			
Heating, Ventilation & Air Conditioning					X		
Internal Combustion Engines				X			
Industrial Electricity				X	X		
Industrial Electronics		X		X	X		
Machine Tool Processes		X			X	X	X
Mechanical Engineering Technology	X						
Natural Resources Management		X					
Welding/Welding Technology					X		X
SPECIAL PROGRAMS (non-degree)							
Pre-Tech	X						

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The College/Institute System graduated 1130 students from 46 different programs at the completion of the 1983-84 academic year. Job placements for our graduates continues to be excellent.

Of those graduates, 96% were satisfactorily placed as of November 1 (discounting the 3% whose status could not be determined and the 2% who were not seeking employment).

Of the 1130 graduates, 924 or 82% were gainfully employed. It is highly significant that 96% of these employed graduates were working in a job directly or closely related to the program they studied at their college or institute.

Many positions were obtained as a result of contacts between students and potential employers, arranged and fostered by the lifetime placement service provided at each institution. Others resulted from continuation of former or current work-related associations. A glance through the last pages of the report quickly confirms that New Hampshire and New England business and industry are very interested in this System's graduate who is well prepared for immediate employment in skilled and semi-professional occupations.

Full time civilian employment is not the goal pursued by all our System's graduates. Additional collegiate education, military service, marriage, etc. are opportunities chosen by a significant portion of the graduates. Continuing their education were 102 students or 9% and two graduates joined the Armed Forces.

The graduates of the Institute/College System have always shown a decided preference to attend college, work, and live in New Hampshire and commute to their jobs from their home town if at all possible. The Institute/College System, which receives considerable assistance from State revenues, is thus able to return to New Hampshire human resources which, in turn, help support the State and the local communities.

Of those graduates accepting employment, 78% accepted jobs in New Hampshire (Table VII) and 84% indicated they commute to their new job from the town listed as their residence when they began their college or institute program. (Table VIII)

Salary data for the 1984 graduating class is listed on Table IX. Average job entry salaries increased significantly compared to last year's average. It is estimated that all employed graduates will have a total gross dollar earning power of approximately $17,970,000 during their first year of employment.

Table X lists the business, industry, and health organizations whose representatives interviewed graduates, as well as those actually employing them. The list is long and impressive in terms of the diversity of business, industrial firms, and health services as well as its' wide geographical distribution. It is also indicative of the interest that employers have in the System's graduates.

NEW HAMPSHIRE VOCATIONAL-TECHNICAL COLLEGES

BERLIN, CLAREMONT, LACONIA, MANCHESTER, NASHUA, STRATHAM

The New Hampshire Vocational-Technical Colleges had 748 graduates in 1984. As of November 1, 1984, 605 or 81% had accepted full time employment; 76% of these are employed within the state of New Hampshire and 82% are able to commute to work from the community they listed as their place of residence when they entered the college; 95% of the graduates indicated that they were employed in their major or a closely related field.

This year 50 Vocational-Technical College graduates, or 7% of the class plan to continue their education on a full time basis (Table IV), continuing a well established trend.

The job titles listed by graduates in Table V again indicate employment consistent with the educational goals and objectives of the New Hampshire Vocational-Technical Colleges.

NEW HAMPSHIRE TECHNICAL INSTITUTE - CONCORD

The New Hampshire Technical Institute graduated 382 seniors; 290 had accepted full time employment as of November 1, 1984. Of these, 239 or 82% (Table VII) are employed within the state and 255 or 88% (Table VIII) are able to commute to work from the community they listed as their place of residence when they entered the Institute; 280 or 97% were employed in their major or a closely related field.

Although Institute programs are designed to prepare students for immediate employment upon graduation, some graduates have always indicated a desire to continue their education on a full time basis. This year 52 graduates, approximately 14% of the class, have reported that they will continue in full time educational programs (Table II).

The average starting salary for graduates employed full time by program is as follows:

Architectural Engineering Technology	$15,681
Electronic Engineering Technology	$17,562
Mechanical Engineering Technology	$16,893
Business Administration	$13,601
Computer Information Systems	$15,314
Alcohol Counseling	$12,050
Associate Degree Nursing	$17,308
Dental Assistant	$12,077
Dental Hygiene	$17,957
Emergency Medical Care	$14,322
Mental Health/Human Services	$13,610
Radiologic Technology	$13,554
Institutional Average	$16,041

The entry job titles, listed by graduates in Table V, indicate employment consistent with the educational goals and objectives of the New Hampshire Technical Institute.

TABLE II

NEW HAMPSHIRE TECHNICAL INSTITUTE - CONCORD
Status of 1984 Graduates by Program as of November 1, 1984

	AC	AET	BA	CIS	DA	DH	EET	EMC	GAS	MET	MH/HS	NU	XRA	TOTAL
Number Graduated	9	19	38	30	20	25	57	20	6	20	10	111	17	382
Employed Full Time	6	14	26	24	18	22	35	14	5	11	5	97	13	290
Employed Part Time	0	0	0	0	2	0	0	0	0	0	0	5	2	9
Continuing Education Full Time	1	5	5	1	2	0	22	0	1	8	3	3	1	52
Armed Forces	0	0	0	1	0	0	C	0	0	0	0	0	0	1
Seeking Employment	1	0	6	3	0	0	0	4	0	1	2	2	0	19
Not Seeking Employment	0	0	0	0	0	1	0	0	0	0	0	0	0	1
Status Unknown	1	0	1	1	0	0	0	2	0	0	0	4	1	10

AC - Alcohol Counseling
AET - Architectural Engineering Technology
BA - Business Administration
CIS - Computer Information Systems
DA - Dental Assisting (1 year)
DH - Dental Hygiene
EET - Electronic Engineering Technology
EMC - Emergency Medical Care
GAS - General Associate in Science
MET - Mechanical Engineering Technology
MH/HS - Mental Health/Human Services
NU - Associate Degree Nursing
XRA - Radiologic Technology

TABLE I

New Hampshire Post-Secondary Vocational-Technical Education System
Status of June 1984 Graduates as of November 1, 1984

INSTITUTION	Number of Graduates	Employed Full Time	Employed Part Time	Continuing Education	Armed Forces	Seeking Employment	Not Seeking Employment	Status Unknown
NHTI Concord	382	290	9	52	1	19	1	10
NHVTC Berlin	125	94	4	17	1	4	1	4
NHVTC Claremont	155	115	7	8	0	13	7	5
NHVTC Laconia	77	53	0	9	0	4	0	11
NHVTC Manchester	174	155	0	7	0	0	12	0
NHVTC Nashua	87	79	0	6	0	0	1	1
NHVTC Stratham	130	109	9	3	0	6	3	0
TOTAL	1130	895	29	102	2	46	25	31
PERCENT	100%	79%	3%	9%	---	4%	2%	3%

TABLE III
NEW HAMPSHIRE VOCATIONAL-TECHNICAL COLLEGES
BERLIN, CLAREMONT, LACONIA, MANCHESTER, NASHUA, STRATHAM

Status of 1984 Graduates by Program as of November 1, 1984

Status	AB	ACC	AS	ASM	BC	CA	CET	D	FP	GA	HVAC	ICE	IEO	IEY	IT	MA
Graduated	8	12	37	10	14	23	20	70	12	26	21	6	69	36	8	20
Employed Full Time	8	11	36	9	13	19	17	66	5	17	21	5	60	29	7	12
Employed Part Time	0	0	0	0	0	1	0	0	0	0	0	0	0	0	0	2
Continuing Education	0	1	1	0	1	1	3	1	3	4	0	0	5	6	0	0
Armed Forces	0	0	0	0	0	0	0	1	0	0	0	0	0	0	0	0
Seeking Employment	0	0	0	0	0	0	0	0	1	1	0	0	1	1	0	3
Not Seeking Employment	0	0	0	1	0	1	0	0	0	0	0	0	0	0	0	3
Status Unknown	0	0	0	0	0	1	0	2	3	4	0	1	3	1	0	0

AB - Auto Body
ACC - Accounting
AS - Auto Service
ASM - Admin. Secretarial Mgmt.
BC - Building Construction
CA - Culinary Arts
CET - Computer Electronics Technology
D - Drafting
FP - Fire Protection
GA - Graphic Arts
HVAC- Heating, Ventilation, Air Conditioning
ICE - Internal Combustion Engines
IEO - Ind. Electronics
IEY - Ind. Electricity
IT - Interpretor Tutor
MA - Medical Assistant
MBM - Microputer Business Management

TABLE III (continued)

NEW HAMPSHIRE TECHNICAL-VOCATIONAL COLLEGES
BERLIN, CLAREMONT, LACONIA, MANCHESTER, NASHUA, STRATHAM

Status of 1984 Graduates by Program as of November 1, 1984

Status	MDM	MLT	MM	MRT	MT	MTP	N	NRM	OTA	PN	PTA	RT	SS	OYS	W	TOTAL
Graduated	9	7	3	5	4	47	42	8	10	148	15	7	16	3	14	748
Employed Full Time	5	3	3	5	3	45	36	4	9	99	11	7	10	3	14	605
Employed Part Time	1	2	0	0	0	0	3	0	0	8	1	0	2	0	0	20
Continuing Education	0	0	0	0	1	2	0	4	0	15	0	0	0	0	0	50
Armed Forces	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1
Seeking Employment	3	0	0	0	0	0	3	0	0	7	2	0	2	0	0	27
Not Seeking Employment	0	2	0	0	0	0	0	0	0	16	1	0	0	0	0	24
Status Unknown	0	0	0	0	0	0	0	0	1	3	0	0	2	0	0	21

MDM - Mid Management
MLT - Medical Laboratory Technician
MM - Marketing/Management
MRT - Medical Records Technician
MT - Medical Transcriptionist
MTP - Machine Tool Processes
N - Nursing
NRM - Natural Resources Management
OTA - Occupational Therapy Assistant
PN - Practical Nurse
PTA - Physical Therapy Assistant
RT - Respiratory Therapist
OYS - One-year Secretarial
SS - Secretarial Science
W - Welding

TABLE IV

The 52 Technical Institute graduates and the 50 Vocational-Technical College graduates planning to continue their education indicated that they planned to attend the following colleges and universities:

ANTIOCH/NE GRADUATE SCHOOL	KEENE, NH
ARIZONA STATE UNIVERSITY	TEMPE, ARIZONA
BOSTON ARCHITECTURAL CENTER	BOSTON, MA
BOSTON UNIVERSITY	BOSTON, MA
FRANKLIN PIERCE COLLEGE	RINDGE, NH
HUNTER COLLEGE	NEW YORK, NY
KEENE STATE COLLEGE	KEENE, NH
LYNDON STATE COLLEGE	LYNDON, VERMONT
MOUNT IDA COLLEGE	NEWTON CENTRE, MA
N.H. TECHNICAL INSTITUTE	CONCORD, NH
N.H. VOCATIONAL-TECHNICAL COLLEGE	BERLIN, NH
N.H. VOCATIONAL-TECHNICAL COLLEGE	CLAREMONT, NH
N.H. VOCATIONAL-TECHNICAL COLLEGE	LACONIA, NH
N.H. VOCATIONAL-TECHNICAL COLLEGE	STRATHAM, NH
NEW HAMPSHIRE COLLEGE	MANCHESTER, NH
NEW JERSEY INSTITUTE OF TECH.	NEWARK, NEW JERSEY
NORTHEASTERN UNIVERSITY	BOSTON, MA
PLYMOUTH STATE COLLEGE	PLYMOUTH, NH
ROCHESTER INSTITUTE OF TECHNOLOGY	ROCHESTER, NY
SOUTHEASTERN MASS. UNIVERSITY	NORTH DARMOUTH, MA
SOUTHERN ARKANSAS UNIVERSITY	EAST CAMDEM, ARKANSAS
UNIVERSITY OF ARIZONA	TUSCON, ARIZONA
UNIVERSITY OF CONNECTICUT	STORRS, CT
UNIVERSITY OF LOWELL	LOWELL, MA
UNIVERSITY OF MAINE	ORONO, MAINE
UNIVERSITY OF MASSACHUSETTS	BOSTON, MA
UNIVERSITY OF NEW HAMPSHIRE	DURHAM, NH
UNIVERSITY OF SOUTHERN FLORIDA	TAMPA, FLORIDA
UNIVERSITY OF TENNESSEE	KNOXVILLE, TENN.
UNIVERSITY OF VERMONT	BURLINGTON, VERMONT
WENTWORTH INSTITUTE	BOSTON, MA

NEW HAMPSHIRE TECHNICAL INSTITUTE
and
VOCATIONAL-TECHNICAL COLLEGES

Typical Entry Job Titles of Graduates Employed Full Time

ACCOUNT RECEIVABLE CLERK
ACCOUNTANT
ACCOUNTANT CLERK III
ADMINISTRATIVE SECRETARY
ALCOHOL COUNSELOR
ANALYTICAL ENGINEERING TECH.
APPLICATIONS PROGRAMMER I
APPRENTICE ELECTRICIAN
APPRENTICE MOLDMAKER
APPRENTICE TOOLMAKER
ARCHITECTURAL ASSISTANT
ASSISTANT BOOKKEEPER
ASSISTANT CHEF
ASSISTANT ELECTONICS TECHNICIAN
ASSISTANT MANAGER
ASSISTANT MANUFACTURING ENGINEER
ASSISTANT PROGRAMMER
ASSISTANT PROJECT MANAGER
ASSOCIATE DESIGNER
ASSOCIATE ELECTRICAL ENGINEER
ASSOCIATE TECHNICIAN
AUTO BODY REPAIRMAN
AUTO MECHANIC
AUTOMOTIVE SERVICE PERSON
AUTOMOTIVE TECHNICIAN
BAKER
BIOMEDICAL ENGINEERING TECHNICIAN
BOOKKEEPER
BREAKFAST CHEF
BUSINESS ADMINISTRATOR
BUSINESS PROPRIETOR
CALIBRATION TECHNICIAN
CAMERA OPERATOR
CARPENTER
CASE MANAGER
CENTRAL VAC. INSTALLER
CERTIFIED MECHANIC
CHARGE NURSE
CHEF
CIRCUIT DESIGNER
CNC OPERATOR & SET UP
CNC PROGRAMMER
COMPUTER ASSISTANCE DRAFTER
COMPUTER OPERATOR
CONSTRUCTION MANAGER
CONSTRUCTION SUPERVISOR
COOK
COST ACCOUNTANT
COUNSELOR
COUNTER PARTSPERSON
CREDIT SECRETARY
CRIMINAL RECORDS ENTRY
CUSTOMER SERVICE REPRESENTATIVE
CUSTOMER SUPPORT
DATA ENTRY CLERK
DATA PROCESSOR
DENTAL ASSISTANT
DENTAL HYGIENIST
DESIGN DRAFTER
DESIGN ENGINEER
DESIGNER B
DETAIL DRAFTER
DETAILER
DIMENSIONAL INSPECTOR
DRAFTER
DRAFTING SPECIALIST
DRAFTSPERSON
ELECTRICAL APPRENTICE
ELECTRICAL DRAFTER
ELECTRICAL ENGINEER TECHNICIAN
ELECTRICAL FOREMAN
ELECTRICIAN
ELECTROMECHANICAL TECHNICIAN
ELECTRONIC TECHNICIAN
ELECTRONICS ASSEMBLER
EMBOSSING PRESS OPERATOR
EMT CREW CHIEF
ENGINEER
ENGINEERING TECHNICIAN
EQUIPMENT TECHNICIAN
ESTIMATOR
FARM HAND
FIELD AUDITOR/TECHNICIAN
FIELD SERVICE TECHNICIAN
FINANCIAL AID OFFICER
FIRE FIGHTER
FOREMAN
FOUR COLOR PRESSMAN
FRAMING CARPENTER
FRONT WHEEL ALIGNMENT
FRY COOK
GENERAL CONTRACTOR
GRADUATE NURSE
GRADUATE NURSE HIDE
GRADUATE PRACTICAL NURSE

GRAPHIC ARTIST
GRAPHICS PRODUCTION
GRINDING OPERATOR
HVAC MECHANIC
HVAC SERVICE TECHNICIAN
HVAC TECHNICIAN
IMPAIRED DRIVER COUNSELOR
IN-HOUSE OFFICE DESIGNER
INDUSTRIAL ELECTRICIAN
INDUSTRIAL ELECTRONICS TECHNICIAN
INITIAL TEST TECHNICIAN
INSTALLER
INSURANCE UNDERWRITER
INTERPRETER TUTOR
JUNIOR ACCOUNTANT
JUNIOR DESIGNER
JUNIOR DRAFTER
JUNIOR ENGINEER WELDER
JUNIOR PROGRAMMER
LABORATORY ASSISTANT
LABORER
LAYOUT MAN
LEGAL SECRETARY
LIFE SAFETY CODE INSPECTOR
LINE COOK
LINE SPLICER
LOAN ACCOUNTING CLERK
LOAN COORDINATOR
LOT ATTENDANT
LUMBER YARD MONKEY
MACHINE OPERATOR
MACHINIST
MAINTENANCE ELECTRICIAN
MAINTENANCE ENGINEER
MAINTENANCE MECHANIC
MAINTENANCE TECHNICIAN
MANAGER
MANUFACTURING ENGINEERING ASSISTANT
MASTER ENGINEERING TECHNICIAN
MECHANIC
MECHANICAL DESIGNER
MECHANICAL DRAFTER
MECHANICAL ENGINEER
MECHANICAL TECHNICIAN
MEDICAL ASSISTANT
MEDICAL LABORATORY TECHNICIAN
MEDICAL RECORD TECHNICIAN
MEDICAL TRANSCRIPTIONIST
METHODS WRITER
MILLWRIGHT
MOLDMAKER
N/C OPERATOR
N/C PROGRAMMER/OPERATOR
NUMERICAL CONTROL MACHINIST
NURSE (ADN)
NURSE'S AIDE
OFFICE ASSISTANT
OFFICE NURSE
OPERATING ROOM NURSE
OPERATIONAL ANALYST
OPERATOR
OWNER-MANAGER
PACKAGER
PAINTING CONTRACTOR
PARAMEDIC
PARAMEDIC SUPERVISOR
PASTE-UP ARTIST
PASTRY CHEF
PATROLMAN
PAYROLL CLERK
PHYSICAL THERAPY ASSISTANT
PLANS EXAMINER
POWER FIELD TECHNICIAN
PRACTICAL NURSE
PREP MECHANIC
PRESSMAN
PRINTER
PROCESS CONTROL TECHNICIAN
PRODUCT SERVICE REPRESENTATIVE
PRODUCTION MANAGER
PRODUCTION PLANNER
PRODUCTION TEST TECHNICIAN
PROGRAMMER
PROGRAMMER TRAINEE
PROPERTY MANAGER
QUALITY ASSURANCE TECHNICIAN
QUALITY CONTROL
QUALITY CONTROL TEST TECHNICIAN
R&D MACHINIST
RADIOLOGIC TECHNICIAN
RECEPTIONIST
REGISTERED NURSE
REPAIR TECHNICIAN
RESIDENT PROJECT REPRESENTATIVE
RESIDENTIAL ADVISOR
RESIDENTIAL ASSISTANT;REHAB. CENTER
RESIDENTIAL SERVICES SECRETARY
RESPIRATORY THERAPY ASSISTANT
RODMAN
SALES CLERK
SALES REPRESENTATIVE
SALESPERSON
SCANNER
SECRETARY
SECRETARY-RECEPTIONIST
SENIOR SERVICE TECHNICIAN
SERVICE MECHANIC
SERVICE REPAIRER
SERVICE TECHNICIAN
SHIFT SUPERVISOR
STAFF NURSE
STOCK CLERK
STRIPPER
STRUCTURAL DRAFTER
STRUCTURAL ENGINEER

SUPERVISORY TELLER
SYSTEMS CONSULTANT
TECHNICAL AIDE
TECHNICAL ASSISTANT
TECHNICAL ASSOCIATE
TECHNICAL SUPPORT
TECHNICAL WRITER
TECHNICIAN
TECHNICIAN TRAINEE
TELLER
TEST TECHNICIAN
TRANSPORTATION SPECIALIST
TRAVEL AGENT
TYPESETTER
VTL OPERATOR
WASTEWATER TECHNICIAN
WELDER
WELDER APPRENTICE
WORD PROCESSOR

TABLE VI

Field of Employment Status of Technical Institute
and Vocational-Technical College Graduates Employed Full-Time

Institute College	Employed Major Field	Percent Major	Employed Related Field	Percent Related	Employed Different Field	Percent Differen
Concord	280	97%	3	1%	7	2%
Berlin	77	82%	5	5%	12	13%
Claremont	110	96%	3	3%	3	1%
Laconic	41	77%	10	19%	2	4%
Manchester	142	92%	4	2%	9	6%
Nashua	75	95%	0	0%	4	5%
Stratham	98	90%	8	7%	3	3%
TOTAL	823	92%	33	4%	39	4%

The fact that 96% of the employed graduates of the Vocational-Technical Colieges and the Technical Institute entered a field directly related to the field for which they prepared graphically illustrates the value of the system to the student, business and industry, and the State of New Hampshire. The educational purpose of the Post-Secondary System is being fulfilled.

FIELD OF EMPLOYMENT

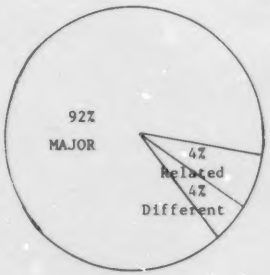


TABLE VII

In-State, Out-of-State Status of Technical Institute and Vocational-Technical College Graduates Employed Full Time

INSTITUTE-COLLEGES	Number Employed	In-State / Out-of-State
CONCORD	290	82% / 18%
BERLIN	94	73% / 27%
CLAREMONT	115	78% / 22%
LACONIA	53	77% / 23%
MANCHESTER	155	84% / 16%
NASHUA	79	80% / 20%
STRATHAM	109	61% / 39%
TOTAL SYSTEM	895	78% / 22%

The Legislature of the State of New Hampshire established the New Hampshire Technical Institute and the New Hampshire Vocational-Technical Colleges so that they could develop skilled workers, technicians, and technologists as valuable resources to improve and bolster the State's economy. Since the Institute/College System has been established, evidence has shown that this has occurred. This year 78% of the 1984 graduates employed full time are at work within the State of New Hampshire. The 22% who work out-of-state are generally employed in northern New England. Many who work out-of-state continue to live in New Hampshire.

TABLE VIII

Graduates Reported Commuting To Full Time Jobs
From the Community Listed as Their Residence
At the Time They Enrolled in the Post-Secondary System

INSTITUTE-COLLEGES	Number Employed	Commuters / Non-Commuters
CONCORD	290	88% / 12%
BERLIN	94	65% / 35%
CLAREMONT	115	87% / 13%
LACONIA	53	72% / 28%
MANCHESTER	155	93% / 7%
NASHUA	79	96% / 4%
STRATHAM	109	73% / 27%
TOTAL SYSTEM	895	84% / 16%

TABLE IX

Annual Salary Data for Graduates Employed
Full Time Based Upon Reported Salaries

BUSINESS AND MANAGEMENT MAJORS

Program	Number Reporting	High	Average	Low
Accounting	8	$16,500	$11,638	$ 8,000
Business Administration	26	26,000	13,601	8,500
Computer Information System	24	20,000	15,314	12,000
Marketing/Management	1	12,532	12,532	12,532
Microcomputer Business Management	12	13,000	9,712	8,000
Mid-Management	0	--	--	--
Secretarial	14	13,000	10,315	7,000
Admin. Secretarial Mgmt.	9	14,560	13,142	11,500
Average of Reported Salaries	94	26,000	12,807	7,000

SERVICE MAJORS

Automotive Services	31	$20,000	$13,101	$ 9,000
Auto Body	3	13,000	12,660	12,480
Building Construction	10	18,000	14,498	11,000
Culinary Arts	13	20,000	12,010	7,300
Fire Protection	4	20,000	15,375	12,500
Graphic Arts	16	18,000	13,944	9,600
Heating, Ventilation & Air Conditioning	14	20,000	14,710	9,300
Internal Combustion Engines	4	11,000	9,410	7,800
Natural Resources Management	3	13,500	11,473	10,000
Average of Reported Salaries	98	20,000	13,347	7,300

ENGINEERING TECHNOLOGY MAJORS

Architectural Engineering Technology	14	$25,000	$15,681	$10,000
Electronic Engineering Technology	35	21,300	17,562	13,500
Mechanical Engineering Technology	11	18,300	16,893	14,500
Average of Reported Salaries	60	25,000	17,000	10,000

INDUSTRIAL AND MANUFACTURING MAJORS

Computer Electronics Technology	14	$20,000	$16,026	$14,000
Drafting	58	25,000	14,923	10,000
Industrial Electricity	28	23,000	14,242	9,000
Industrial Electronics	47	22,000	16,484	10,000
Machine Tool Processes	36	26,000	15,876	10,000
Welding	12	21,000	17,110	11,000
Average of Reported Salaries	195	26,000	15,591	9,000

TABLE IX (continued)

Program	Number Reporting	High	Average	Low
HEALTH AND MEDICAL SERVICES MAJORS				
Alcohol Counseling	5	$15,900	$16,026	$12,000
Dental Assistant	18	15,600	12,077	7,000
Dental Hygiene	22	22,256	17,957	9,360
Emergency Health Care	14	20,000	14,322	8,500
Interpretor/Tutor	6	11,000	9,412	7,850
Medical Assistant	11	14,000	10,154	8,000
Medical Lab Technician	3	14,100	13,333	11,900
Medical Records Technician	5	15,433	11,687	9,000
Medical Transcriptionist	3	10,000	9,412	9,000
Mental Health/Human Services	5	14,000	12,610	11,049
Nursing (ADN)	132	28,000	16,637	9,000
Occupational Therapy Assistant	8	14,400	11,263	8,650
Practical Nursing	74	19,000	12,440	9,000
Physical Therapy Assistant	11	16,600	10,815	8,500
Respiratory Therapist	7	14,500	13,816	13,000
Radiologic Technology (X-Ray)	13	20,000	13,554	12,000
Average of Reported Salaries	337	22,256	14,362	7,000
General Associate Degree	5	$24,200	$18,798	$14,500
Average of all Reported Salaries from All Majors	789	$26,000	$14,585	$ 7,000

EXTENSION SERVICES

More than 400 different titled courses were offered during the 1983-84 academic year for a total of 20,771 registrations. Continuing this year were "one-night specials." More than 2200 students registered for these mini-workshops.

In addition to day school programs, the Institute/College system offers degree and diploma programs, adult education, and apprentice courses through the Extension Division - primarily in the evening - at all locations. Courses are designed to meet the needs of adults who wish to improve their skills, learn an avocation, or work toward a degree while employed. A further service for business and industry, on campus or on site, whichever is more convenient for those involved.

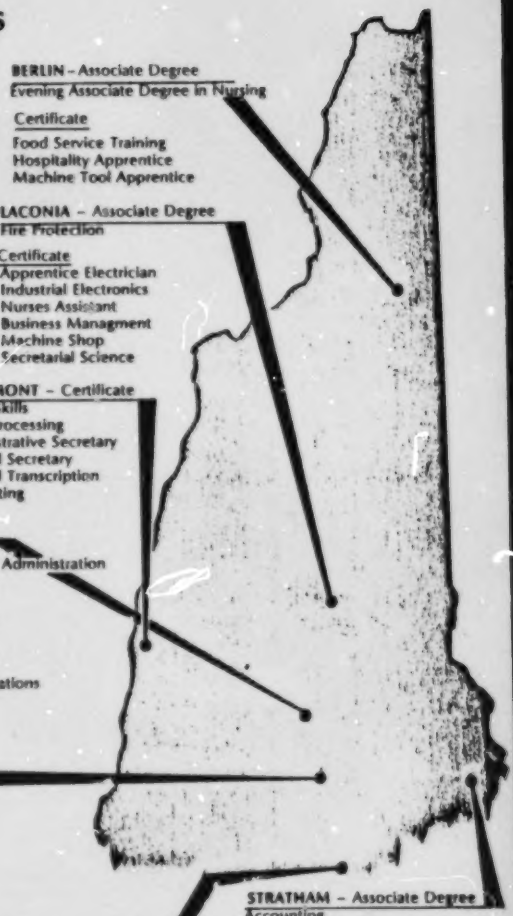
Typical courses include:

Accounting
Air Conditioning/Refrig.
Automotive Mechanics
Banking
Building Construction
Business Law
Chemistry
Communication Skills
Drafting
Dynamics of Organ. Behavior
Economics
Electronics
Electricity
English
Industrial Supervision
Introduction to Business
Intro. to Computer Technology
Machine Tool Processes
Management
Marketing
Mathematics
Photography
Physics
Psychology
Quality Control
Real Estate
Small Business Management
Small Engine Repair
Social Sciences
Sociology
Statistics
Supervision
Typing
Welding
Word Processing

Also offered are some enrichment courses in crafts, hobbies and semi-vocational subjects such as Bartending, Bicycle Maintenance, Cake Decorating, Chair Caning, Conversational French, Oriental Cooking, Furniture Making, History, Interior Decorating, Landscaping, Painting, Stained Glass and Upholstering.

EXTENSION DIVISION PROGRAMS

Associate Degree, Diploma and Certificate



BERLIN – Associate Degree
Evening Associate Degree in Nursing

Certificate
Food Service Training
Hospitality Apprentice
Machine Tool Apprentice

LACONIA – Associate Degree
Fire Protection

Certificate
Apprentice Electrician
Industrial Electronics
Nurses Assistant
Business Managment
Machine Shop
Secretarial Science

CLAREMONT – Certificate
Office Skills
Word Processing
Administrative Secretary
Medical Secretary
Medical Transcription
Accounting

CONCORD – Associate Degree
Business Administration
Banking and Finance Option/Business Administration
Computer Information Systems
Electronic Engineering Technology
Evening Associate Degree in Nursing
General Associate in Science
Human Services/Mental Health
Mechanical Engineering Technology
Technical and Engineering Communications

Certificate
Alcoholism Counseling
Management

MANCHESTER – Associate Degree
Heating, Ventilation & Air Conditioning
Drafting Technology
Associate Degree Nursing
Industrial Electronics
General Associate in Applied Science

Air Conditioning and Refrigeration
Architectural Drafting
Automotive Technology
Building Construction
Building Maintenance
Business Management
Commercial Design and Illustration
Construction Supervisory Training
Health Care Management
Heating Services
Industrial Electricity
Interior Design - Residential
Machine Operations
Mechanical Drafting
Medical Office Assistant
Small Engines
Solar Energy Technology
Technical Office Assistant
Welding Technology
Word Processing

NASHUA – Associate Degree
Accounting
Marketing Managment
Electromechanical Drafting
Industrial Electronics
Industrial Supervision
Quality Control

Certificate
Accounting
Industrial Supervision
Printed Circuit Design
Quality Control
Optics Inspection
Small Business Management
Photographic Communications
Electronics Technician
Digital Systems Technology

STRATHAM – Associate Degree
Accounting
Secretarial Science
Electro-Mechanical Drafting
Industrial Electronics
Machine Tool Processes
Automotive Service
Industrial Supervision
Associate Degree Nurse Transition

Diploma
Practical Nursing

Certificate
Automotive Specialties
Basic Electronics
Business Administration
Construction Electrical Wiring
Industrial Supervision
Welding
Accounting

Employers are encouraged to interview prospective graduates on campus.

Interviews can be arranged through the following persons:

Mr. Richard Mulcahy
Institute Counselor
N.H. Technical Institute
Fan Rd.
Concord, NH 03301
Telephone: 271-2531

Mr. Norman Brown
Dean of Students
N.H. Vocational-Technical College
Milan Road
Berlin, NH 03570
Telephone: 752-6333

Mr. Arthur Jillette
Dean of Special Services
N.H. Vocational-Technical College
Hanover St. Extension
Claremont, NH 03743
Telephone: 542-7744

Mr. Roger Berlinguette
Dean of Students
N.H. Vocational-Technical College
1066 Front St.
Manchester, NH 03102
Telephone: 668-6706

Dr. Elise Tougas
Dean of Instruction
N.H. Vocational-Technical College
505 Amherst St.
Nashua, NH 03063
Telephone: 882-6923

Mr. David Veno
Dean of Students
N.H. Vocational-Technical College
277R Portsmouth Ave.
Stratham, NH 03885
Telephone: 772-1194

Mr. Raymond LaPointe
Dean of Instruction
N.H. Vocational-Technical College
Prescott Hill
Laconia, NH 03246
Telephone: 524-3207

It is the policy of the New Hampshire Department of Postsecondary Vocational-Technical Education not to discriminate in its educational programs, activities, or employment practices on the basis of race, language, sex, age, or handicapping condition, under the provisions of Title VI and Title IX of the 1972 Educational Amendments; Section 504 of the Rehabilitation Act of 1973; and the Education of Handicapped Children's Act of 1976.

Information regarding compliance with these acts may be obtained from the following persons:

Sex Discrimination, Title IX - Nancy Grimes, Office of the Commissioner of Education, Concord, NH 03301 Telephone: 271-3196

Racial or Language Discrimination - Victoria Richart, Division of Instruction, 64 North Main St., Concord, NH 03301 Telephone: 271-2565

Handicapped Discrimination - Division of Vocational Rehabilitation, 105 Loudon St., Concord, NH 03301 Telephone: 271-3121

Inquiries concerning these areas may also be made to the Office of Civil Rights, Department of Education, Washington, DC 20425

TABLE X

EMPLOYERS WHO INTERVIEWED 1984 GRADUATES

* = Employers who made offers to or who actually hired graduates.

A & D REFRIGERATION		MANCHESTER, NH 03103
A-Z TOOLS *		PLAISTOW, NH 03865
A.C. SCANNING *	1 D'ANGELO DR.	BEDFORD, MA 01730
ACCU-TEMP *		MANCHESTER, NH 03103
ACCUTEST CORP.	25 INDUSTRIAL AVE.	CHELMSFORD, MA 01824
ACR HUSSMAN *		LOWELL, MA
ADL ELECTRIC	CLEVELAND ST.	GLOUCESTER, MA 01930
AEROTRONIC ASSOCIATES INC.	RIVER ST.	CONTOOCOOK, NH 03229
AIG/N.H. INSURANCE GROUP	1750 ELM ST.	MANCHESTER, NH 03107
AINSWORTH ASSOCIATES *	UNION ST.	LITTLETON, NH 03561
AIR CARE CONTROL SYSTEM *		CONCORD, NH 03301
AIR COMPRESSOR ENGINEERING *	WEST AVE.	MILFORD, CT 06460
ALEXANDER, RICHARD DMD *	MERRIMACK PK..	MERRIMACK, NH 03054
ALICE PECK DAY MEM. HOSPITAL *	125 MASCOMA ST.	LEBANON, NH 03766
ALL TEMPERATURES *		DERRY, NH
ALLEGROS GROCERY STORE	310 WILSON ST.	MANCHESTER, NH 03102
ALLOY STEEL TANK & WELDING CO*		LAWRENCE, MA
ALVAREZ, MARIO & HELENA MD *	156 BROAD ST.	CLAREMONT, NH 03743
AMERICAN AMBULANCE OF N.H.	P.O.BOX 7077	LOUDON, NH 03301
AMERICAN SCREW & BARREL *	6 BROAD ST.	FITCHBURG, MA 01420
AMES DEPT. STORE *	MAPLE AVE.	CLAREMONT, NH 03743
AMOSKEAG BANK *	ELM ST.	MANCHESTER, NH 03103
ANALOG DEVICES *	WOBURN ST.	WILMINGTON, MA 01887
ANALOGIC CORPORATION	AUDUBON RD.	WAKEFIELD, MA 01880
ANALYTICS	EXECUTIVE DRIVE	HUDSON, NH
ANDROSCOGGIN VALLEY HOSPITAL *	PAGE HILL RD.	BERLIN NH 03570
APOLLO COMPUTER *	15 ELIZABETH DRIVE	CHELMSFORD, MA 01824
APOLLO COMPUTERS		EXETER, NH 03833
ARCHITECTURAL WORKSHOP	DEPOT ROAD	CAMPTON, NH 03223
ARIS ENGINEERING	RT. 495 WARD HILL PK.	HAVERHILL, MA
ARMAND SINOTTE FOUNDATION *		MANCHESTER, NH
ARMSTRONG, JOHN DMD *	29 PINEHEARST DR.	LYNDONVILLE, VT 05851
ARRUWTRONICS ASSOCIATES		CONTOOCOOK, NH 03576
ARWOOD CORP. *	GRANITE ST.	TILTON, NH 03276
ARWOOD MACHINE CORP.		IPSWICH, MA
ASSOCIATED GROCERS OF N.E. *	725 BOLD ST.	MANCHESTER, NH 03101
AT & T BELL LABORATORIES *	1600 OSGOOD ST.	NO. ANDOVER, MA 01845
ATLANTIC ASSOCIATES *	ROUTE 28	SALEM, NH 03079
ATWEEL,VOGEL & STERLING *	P.O. BOX 18	BOSTON, MA 01432
AUBURN FIRE DEPT.	MINOT AVE.	AUBURN, ME 04210
AUBTINE STATE SCHOOL OF DEAF *	189 MAPLE ST.	BRATTLEBORO, VT 03820
AUTOMATIC TEMPERATURE CONT. *	1 ELM ST.	MILFORD, NH 03055

B & M ASSOCIATES INC.	199 CAMBRIDGE RD.	WOBURN, MA 01801
B.E.T. SYSTEMS		EAST CAMDEN, AR 71701
B.W. PERRY COATING *		MANCHESTER, NH
BA ROY-STEEL ERECTORS *	49 HANCOCK ST.	MANCHESTER, NH 03101
BABCO *		DANVERS, MA 01923
BACKEN BUILDER *		BRISTOL, NH
BAKER, INC.	AIRPORT RD.	SANFORD, ME
BANGOR MENTAL HEALTH INST. *		BANGOR, ME 04401
BANKEAST *	116 NORTH MAIN ST.	CONCORD, NH 03301
BARRETT, THOMAS MD *	16 HIGH ST.	MANCHESTER, NH 03101
BARTLETT, DANA DMD *	1 PLEASANT ST. BOX 75	COLEBROOK, NH 03576
BATES & MURRAY, INC. *	P.O. BOX 668	BARRE, VT 05641
BEARINGS INC.	MAIN ST.	BERLIN, NH 03570
BEAUMAC MACHINE *		EPSOM, NH
BEDFORD COMPUTER CORP. *	TIRRELL HILL RD.	BEDFORD, NH 03102
BEDFORD NURSING HOME	480 DONALD ST.	MANCHESTER, NH
BEEBE RUBBER CO.	MARSHALL ST.	NASHUA, NH 03060
BEECH HILL HOSPITAL *	BEECH HILL RD.	DUBLIN, NH 03444
BELCHERTOWN STATE SCHOOL	BOX 926	BELCHERTOWN, MA 01007
BELKNAP NURSING HOME *		LACONIA, NH 03246
BELL LABS *	1600 OSGOOD ST.	NORTH ANDOVER, MA
BENCH MARK *	NORTH COMMERCIAL ST.	MANCHESTER, NH
BERRY, PAUL MD *	801 CENTRAL AVE.	DOVER, NH 03820
BETH ISREAL HOSPITAL *	330 BROOKLINE AVE.	BOSTON, MA 02215
BITZENBYTES COMPUTER CENTER *	80 SO. MAIN ST.	CONCORD, NH 03301
BLANK CONSTRUCTION CO. *	RFD 2, GRANGE RD.	LANCASTER, NH 03584
BOISE CASCADE CONTRACTOR *		RUMFORD, ME 04276
BOND AUTO PARTS *		CLAREMONT, NH
BORDER BUICK/AMC JEEP *	PELHAM ST.	METHUEN, MA 01844
BOSIAK FARMS	RFD 2	PITTSFIELD, NH 03263
BOSTON CITY HOSPITAL	818 HARRISON AVE.	BOSTON, MA 02118
BOURQUE HEATING		MANCHESTER, NH
BOW INDUSTRIES *		BOW, NH
BRATTLEBORO MEM. HOSPITAL *	9 BELMONT AVE.	BRATTLEBORO, VT 03820
BRIN FOOD SERVICE *		MANCHESTER, NH
BRISTON MANOR NURSING HOME *	RIDGEWOOD RD.	BEDFORD, NH
BROCHU CITGO SERVICE *	MILL ST.	HARDWICK, VT 05843
BRODBECK, JOSEPH DMD *	CENTRAL ST.	FRANKLIN, NH 03235
BROOKS ASSOC. INC.	1 EXECUTIVE PARK	CHELMSFORD, MA 01824
BROOKS PLYWOOD	TEN ROD RD.	ROCHESTER, NH
BROOKSIDE NURSING HOME *	120 CHRISTIAN ST.	WILDER, VT 05088
BUREAU OF HEALTH FACILITIES *	HAZEN DRIVE	CONCORD, NH 03301
BURNDY CORP. *		LITTLETON, NH 03561
BUSSIERE ENGINEERING *	1217 ELM ST.	MANCHESTER, NH 03101
BUTLAN FARM *		WALPOLE, NH 03608
BUTLER ENTERPRISE *		RAYMOND, NH
BUTTERFIELD TAP & DIE *		BUTTERFIELD, VT

C.D. CURTIS *		PORTLAND, ME 04069
CADO *		AMESBURY, MA
CAMP UNION *	OTTER LAKE	GREENFIELD, NH 03047
CAPITAL CASH REGISTER *	AIRPORT RD. #128	CONCORD, NH 03301
CARE AMBULANCE *	40 PERRY ST.	LOWELL, MA 01852
CATHOLIC MEDICAL CENTER *	100 MCGREGOR ST.	MANCHESTER, NH 03102
CEDARCREST *	ALDRICH RD.	WESTMORELAND, NH 03103
CENTENNIAL HOUSE *	PLEASANT ST.	CONCORD, NH 03301
CENTORR ASSOCIATES *	ROUTE 28	SUNCOOK, NH 03275
CENTRAL MAINE MEDICAL CENTER *		LEWISTON, ME 04240
CENTRAL VERMONT HOSPITAL		BARRE, VT 05641
CENTROL CORPORATION *		SUNCOOK, NH
CENTRONICS	ROUTE 111	HUDSON, NH
CENTURY 21-GUARALDI AGENCY *	85 BANK ST.	LEBANON, NH 03766
CERAMIC RADIANT HEAT	LANCASTER HILL	LOCHMERE, NH 03252
CHALET RESTAURANT *		N. WOODSTOCK, NH 03262
CHALET SUESS INTERNATIONAL *	1 CHALET DRIVE	WILTON, NH 03086
CHARLES C. ROGERS CO.	UNION AVE.	LACONIA, NH 03246
CHARLES RIVER BREEDING LABS		WILMINGTON, MA
CHAWLA, SATISH MD *	374 RIVER ST.	SPRINGFIELD, VT 05156
CHESHIRE HOSP. SCHOOL NURSING	580 COURT ST.	KEENE, NH 03431
CHESHIRE HOSPITAL *	580 COURT ST.	KEENE, NH 03431
CHILDREN'S HOSPITAL MED. CTR.	300 LONGWOOD AVE.	BOSTON, MA 02115
CHRIST, DR. DMD *	50 DERRY RD.	HUDSON, NH 03051
CHRISTMAS FARM INN		JACKSON, NH 03846
CHUBBLIFE AMERICA *	1 GRANITE PLACE	CONCORD, NH 03301
CINDERELLA MODELING STUDIO	9 BROOK ST.	MANCHESTER, NH 03102
CIRCLE MACHINE COMPANY *	STAR RD., BOX 247	SEABROOK, NH 03874
CIRCUIT IMAGING INDUSTRIES *	21 FLAGSTONE DR.	HUDSON, NH 03051
CITY BANK AND TRUST CO. *	TREMONT SQUARE	CLAREMONT, NH 03743
CITY OF PORTLAND MEDICO FIRE *	109 MIDDLE ST.	PORTLAND, ME 04101
CLAREMONT FAMILY PHYSICIANS *	DUNNING ST.	CLAREMONT, NH 03743
CLAREMONT FLOCK COMPANY *	MAIN ST.	CLAREMONT, NH 03743
CLAREMONT PEDIATRIC SPECIAL. *	9 DUNNING ST.	CLAREMONT, NH 03743
CLAREMONT SAVINGS BANK *	145 BROAD ST.	CLAREMONT, NH 03743
CLARMONT SCHOOL DISTRICT *	165 BROAD ST.	CLAREMONT, NH 03743
CLAROSTAT MFG. CO. INC.	WASHINGTON ST.	DOVER, NH 03820
CLIMATE AIR	N. BROADWAY	SALEM, NH
CLIMATE DESIGN		HAVERHILL, MA
CLYDE BARTLETT *	SOUTH WILLOW ST.	MANCHESTER, NH 03103
CLYDE-GARFIELD OLDS/CAD. *	DW HIGHWAY	NASHUA, NH 03060
COCA-COLA *	MESSER ST.	LACONIA, NH 03246
COLONIAL IMPORTS *	10 MARMON DR.	NASHUA, NH 03060
COLOUR CENTRUM	174 GREEN ST.	MELROSE, MA 02176

COMBINED INSURANCE OF AMERICA		BROOKLINE, MA
COMMUNITY COLLEGE OF VERMONT *	16 PARK ST.	SPRINGFIELD, VT 05156
COMMUNITY COUNCIL *	17 PROSPECT ST.	NASHUA, NH 03060
COMMUNITY SERVICES COUNCIL *	18 LOW AVE.	CONCORD, NH 03301
COMPUTER VISION *	645 HARVEY RD.	MANCHESTER, NH
COMPUTER VISION CORP. *	3 EAGLE DR. RT. 109	SANFORD, ME
CONCEPT CONSTRUCTION, INC. *	MAIN ST. RT. 16	NORTH CONWAY, NH 03860
CONCORD HOSPITAL *	250 PLEASANT ST.	CONCORD, NH 03301
CONCORD NATIONAL BANK *	43 NO. MAIN ST.	CONCORD, NH 03301
CONCORD OTORHINOLARYNGOLOGY *	194 PLEASANT ST.	CONCORD, NH 03301
COOS COUNTY FAMILY HEALTH SER.	57 GREEN ST.	BERLIN, NH 03570
COOS COUNTY NURSING HOME *	CATES HILL RD.	BERLIN, NH 03570
COTTAGE HOSPITAL *	SWIFTWATER RD.	WOODSVILLE, NH 03785
COUNTRY WAY RETIREMENT CARE *	677 COURT ST.	KEENE, NH 03431
CREARE, INC. *	ETNA RD.	HANOVER, NH 03755
CRICENTI'S MARKET *	NEWPORT RD.	NEW LONDON, NH 03257
CRISTIANO, KROMPHOLD LAW OFF.*	28 MIDDLE ST.	KEENE, NH 03431
CROSSTOWN MOTORS *	ROUTE 302	LITTLETON, NH 03561
CROTCHED MT. REHAB. CENTER *		GREENFIELD, NH 03047
CROUSE IRVING MEMORIAL HOSP *	736 IRVING ST.	SYRACUSE, VT 13210
CROUSE-HINDS		WILMINGTON, MA 01887
CUMBERLAND FARMS *	262 MAIN DUNSTABLE RD.	NASHUA, NH 03061
CUOCO & CORMIER, INC. *	22 COTTAGE ST.	NASHUA, NH 03060
CURRIER TRUCKING CORP. *	BERLIN-GORHAM RD.	GORHAM, NH 03581
CUTRONICS, INC.	16 PROGRESS AVE.	NASHUA, NH 03060
D'YOUVILLE MANOR *	VARNUM AVE.	LOWELL, MA
DANA PLACE INN		JACKSON, NH 03846
DANNY'S AUTO RECONDITIONING *	1727 SOUTH WILLOW ST.	MANCHESTER, NH
DARTMOUTH-HITCHCOCK MED.CTR. *	AHERMAN HOUSE	HANOVER, NH 03755
DATA GENERAL *	2468 LAFAYETTE RD.	PORTSMOUTH, NH 03801
DATA INSTRUMENTS	4 HARTWELL PLACE	LEXINGTON, MA
DATA PRODUCTS *	ROUTE 13 SOUTH	MILFORD, NH 03055
DATCO *	31 BURNSIDE	NASHUA, NH 03060
DAVE'S AUTOMOTIVE *	STAR ROUTE	DERBY, VT 05829
DAVIDSON RUBBER CO. *	ROUTE 11	FARMINGTON, NH 03835
DAVIDSON RUBBER COMPANY *	INDUSTRIAL PARK	DOVER, NH 04426
DEAN'S CARPET	SOUTH WILLOW ST.	MANCHESTER, NH
DEMAND ELECTRIC CO. *	COMMERCIAL ST.	MANCHESTER, NH 03103
DEMERS NURSING HOME	191 HACKETT HILL RD.	MANCHESTER, NH 03103
DENTAL HEALTH SERVICES	MERRIMACK COMMONS	MERRIMACK, NH 03054
DERBY'S LODGE	STAR ROUTE	MILAN, NH 03588
DERRY COOPERATIVE SCHOOL DIST*	275 MAIN ST.	DERRY, NH 03038
DERRY TIRE *	DERRY VILLAGE	DERRY, NH
DERSE, DONALD MD *	BOX 2300	NORTH CONWAY, NH 03860
DESROCHERS EXCAVATING *	LAKE RD.	NEWPORT, VT 05857

DIACOM	11 COLDWELL DR.	AMHERST, NH 03021
DIALYSIS CENTER INC.	COCHICO PK.	DOVER, NH 04426
DIBONA, MARK C. DMD *	109 HIGH ST.	EXETER, NH 03833
DICK POULIS *	RTE. 11	ROCHESTER, NH
DIGITAL EQUIPMENT CORP. *	CONTINENTAL BLVD.	MERRIMACK, NH 03054
DIGITAL EQUIPMENT CORP. *	110 SPLIT ROCK RD.	NASHUA, NH 03061
DISOGRIN INDUSTRIES CO.	GRENIER INDUSTRIAL PK.	MANCHESTER, NH 03103
DOEHLA GREETING CARDS	1 CHESTNUT	NASHUA, NH 03060
DONER HOME HEALTHCARE *	PLAZA DRIVE	DOVER, NH 03820
DONOVAN ENGINEERING *		WORCESTER, MA
DOVER HEALTHCARE	PLAZA DRIVE	DOVER, NH 03802
DOWNTOWN LINCOLN-MERC., INC. *	283 MAIN ST.	NASHUA, NH 03060
DRAPER FUEL COMPANY, INC. *	MAIN ST.	NASHUA, NH 03060
DRAPER LAB *	555 TECH SQUARE	CAMBRIDGE, MA
DREHER HOLLOWAY GMC *	EPPING RD.	EXETER, NH
DRUM HILL SUNOCO *	DRUM HILL RD.	CHELMSFORD, MA 01824
DUHAIME, ROBERT DMD *	39 GROVE ST.	PETERBORD, NH 03458
DUNFEY HOTEL CORP. *	500 LAFAYETTE RD	HAMPTON, NH 03842
DURRING CONSTRUCTION *		CONTOOCOOK, NH
DUTCHES FOOTWARE *	FRENCH HILL	LANCASTER, NH 03584
DUTILE REFRIGERATION		LACONIA, NH 03246
EAGLE TRIBUNE PRINTING	100 TURNPIKE ST.	NO. ANDOVER, MA 01845
EAST SIDE RESTAURANT *	EAST MAIN ST.	NEWPORT, VT 05855
EASTER SEALS GOODWILL CENTER *	555 AUBURN ST.	MANCHESTER, NH 03101
EASTERN TANK *		MIDDLETON, MA
EATON CORPORATION	16 TOZOR RD.	BEVERLY, MA 01915
EDGEWOOD MANOR NURSING HOME *	928 SOUTH ST.	PORTSMOUTH, NH 03801
ELECTRO PAC *		MANCHESTER, NH
ELLIOTT HOSPITAL *	955 AUBURN ST.	MANCHESTER, NH 03103
EMCO *		NASHUA, NH 03060
EMERSON HOSPITAL *	9 OLD AIRES RD.	CONCORD, NH [illegible]1
ENCORE HOMES *		HOOKSETT, NH 03106
ENERGY NORTH		TILTON, NH
ENERGY PUBLICATIONS	VILLAGE WEST	GILFORD, NH 03246
ENTERTECH *		NORWICH, VT 05055
EPSOM MANOR *		EPSOM, NH
ERIN FOOD SERVICE *	BROOK ST.	MANCHESTER, NH 03103
ESSEX GROUP	10 BAY RD.	NEWMARKET, NH
ETON PARK NURSING HOME *		BRATTLEBORO, VT 03820
EXETER HOSPITAL *	BUZZELL AVE.	EXETER, NH 03833
EXETER MACHINE PRODUCTS INC. *	COURT ST.	EXETER, NH
EXXON SERVICE STATION *	SILVER LAKE RD.	HOLLIS, NH 03049

FABIANO CONSTRUCTION CO. *		TEWKSBURY, MA 01876
FABRI *		METHUEN, MA
FADDEN HEATING *		NORTH WOODSTOCK, NH
FAIRCHILD *		PORTLAND, ME 04069
FAIRCHILD ELECTRONICS *		SO. PORTLAND, ME
FAIRCHILD SEMICONDUCTOR *	333 WESTERN AVE.	SO. PORTLAND, ME 04106
FARFAX CORPORATION *	P.O. BOX H SIMON ST.	NASHUA, NH 03061
FARM BUREAU INSURANCE SALES	SHEEP DAVIS RD.	CONCORD, NH 03301
FERROFLUIDICS CORP.	40 SIMON ST.	NASHUA, NH 03063
FINN, THOMAS R. DMD	87 SPRING ST.	LACONIA, NH 03246
FIRST NEW HAMPSHIRE BANK	BAY ST.	BEDFORD, NH 03102
FOOD TREND *	83 PLEASANT ST.	BERLIN, NH 03570
FORGOSH, JEFFREY S., DMD *	280 PLEASANT ST.	CONCORD, NH 03301
FOSS R. C. *	ROUTE 28	PITTSFIELD, NH 03263
FOX'S RESTAURANT *		NEW DURHAM, NH
FRANK YANKO PONTIAC	1631 ELM ST.	MANCHESTER, NH 03103
FRANKLIN PIERCE COLLEGE *		RINGE, NH 03461
FRANKLIN REGIONAL HOSPITAL *	AIKEN AVE.	FRANKLIN, NH 03235
FRANKLIN VNA	75 CHESTNUT ST.	FRANKLIN, NH 03235
FRASER CONSTRUCTION *		GOFFSTOWN, NH
FREEMAN FUEL *	50 HAMPSHIRE ST.	METHUEN, MA
FRIENDLY ICE CREAM *	203 NO. MAIN ST.	CONCORD, NH 03301
FRISBEE MEMORIAL HOSPITAL *	WHITE HALL RD.	ROCHESTER, NH 03867
FROST, DAVIC C., DMD *	75 CLINTON ST.	CONCORD, NH 03301
G. H. BASS *	WEST MILAN RD.	BERLIN, NH 03570
GADLEY CONSTRUCTION *		MANCHESTER, NH
GAGE, JOHN ATTORNEY *	179 COLE ST.	BERLIN, NH 03570
GAGE, JOSEPH DMD *	348 UNION AVE.	LACONIA, NH 03246
GALLEY RESTAURANT *	405 UNION AVE.	LACONIA, NH 03246
GAMEWELL INDUSTRIES	10 GAMEWELL DR.	MEDWAY, MA 02053
GANGIE, PAUL DMD *	64 EAST HAVERHILL ST.	LAWRENCE, MA
GAR-DOC		MILFORD, NH 03055
GARDNER FIRE DEPARTMENT *	RTE 302	GARDNER, ME 04345
GARNEAU GARAGE	AMHERST ST.	TWIN MT., NH 03595
GATEWAY VOLKSWAGON *	10 ELIZABETH DRIVE	NASHUA, NH 03063
GCA CORPORATION *	7 SHATTUCK RD.	CHELMSFORD, MA 01824
GCA/IC SYSTEMS GROUP *	4 TOWNSEND WEST	ANDOVER, MA 01810
GENERAL DIAGNOSTICS		NASHUA, NH 03060
GENERAL DYNAMICS RESEARCH *		QUINCY, MA

GENERAL ELECTRIC	130 MAIN ST.	SOMERSWORTH, NH 03878
GENERAL ELECTRIC *	LAKESIDE AVE.	BURLINGTON, VT 05042
GENERAL ELECTRIC *	WESTERN AVE.	LYNN, MA
GENERAL ELECTRIC *	ROUTE 28 BY-PASS	HOOKSETT, NH
GENERAL ELECTRIC *		RUTLAND, VT
GENTLEY CORPORATION *		DERRY, NH
GERARD WELDING SERVICE *		CONTOOCOOK, NH
GERBER DENTAL SERVICE *	1245 ELM ST.	MANCHESTER, NH 03102
GERBER DENTAL SERVICE *	NEWINGTON MALL	NEWINGTON, NH 03801
GIANT LIFT CORP. *		HAMPTON, NH
GILBERT COLOR SYSTEMS *	CLEMENT INDUSTRIAL PK.	HUDSON, NH 03051
GILFORD MARINE *	ROUTE 11D	GILFORD, NH 03246
GILMAN HOME *	OLD WOLFEBORO RD.	ALTON, NH 03809
GILMAN VENTILATION *	252 WILLOW ST.	MANCHESTER NH
GILMANTON POLICE DEPT. *	ROUTE 140	GILMANTON, NH 03837
GIOTOPOLOUS, CHRISTOS, DMD *	9 RIVERWAY PLACE	BEDFORD NH 03102
GLADSTONE FORD *	GILCREST RD.	LONDONDERRY, NH
GLOUCESTER ENGINEERING	BLACKBURN IND. PK.	GLOUCESTER, MA 01930
GMC KENWORTH *		CONCORD, NH 03301
GOLD STAR SOD FARMS	WEST RD.	CANTERBURY, NH 03234
GOLD STREET MARKET *	GOLD ST.	MANCHESTER, NH 03103
GOLDBERG & JACOBSON *	DANIEL WEBSTER HIGHWAY	BEDFORD, NH 03102
GOLDEN CROSS AMBULANCE SERV. *	52 SOUTH PARK ST.	LEBANON, NH 03766
GORHAM, TOWN OF *		GORHAM, NH 03581
GOULD CORP. *		ANDOVER, MA
GOULD MODICON		ANDOVER, MA
GOULD, INC. *	P.O. BOX 3083	ANDOVER, MA 01810
GRACE CHEMICAL *		NASHUA, NH
GRAFTON COUNTY NURSING HOME *		NO. HAVERHILL, NH 03774
GRANITE STATE MACHINE *		MANCHESTER, NH
GRANITE STATE OFFICE SYS.	550 ELM ST.	MANCHESTER, NH
GRAPPONE FORD *	RTE 3A	CONCORD, NH 03301
GRASON-STADLER	537 GREAT RD. PO BOX 5	LITTLETON, MA 01460
GREENBRIAR HEALTH CARE FAC. *	55 HARRIS RD.	NASHUA, NH 03062
GREENSCHEMES LANDSCAPING *		DERRY, NH 03038
GTE		IPSWICH, MA
GTE SYLVANIA		GREENLAND, NH
GTE SYLVANIA *	130 MAIN ST.	SOMERSWORTH, NH 03878
GULF CHEVROLET	ROUTE 101	CANDIA, NH
GUNSTOCK SKI AREA *	ROUTE 11-A	GILFORD, NH 03246
GYREX	460 AMHERST ST.	NASHUA, NH 03060

H & R METALS *	WOODMASTER PARK	AMHERST, NH 03031
HADCO	ROUTE 28	DERRY, NH 03038
HAINEY, ROBERT J., DMD *	75 CLINTON ST.	CONCORD, NH 03301
HALE HOSPITAL *	BUTTONWOODS AVE.	HAVERHILL, MA
HALLISAY CHEVROLET *	ROGERS ST.	LOWELL, MA
HAMILTON ENGINEERING, INC.	PERIMETER RD.	NASHUA, NH 03060
HAMPSTEAD HOSPITAL *	EAST RD.	HAMPSTEAD, NH 03841
HANOVER TERRACE HEALTHCARE *	LYME RD.	HANOVER, NH 03755
HARRIS GRAPHICS *	P.O. BOX 1289	DOVER, NH 03820
HARRY WING & SONS *		W. CHESTERFIELD, NH
HARTFORD HOSPITAL	80 SEYMOUR ST.	HARTFORD, CT 06103
HASTECH *	670 NO. COMMERCIAL ST.	MANCHESTER, NH 03102
HAVENWOOD RETIREMENT COM. *	33 CHRISTIAN AVE.	CONCORD, NH 03301
HAVERHILL MUNICIPAL HOSPITAL *	40 BUTTONWOODS AVE.	HAVERHILL, MA 01830
HAYWARD FARMS *	ELM ST.	MILFORD, NH 03055
HAYWARD REFRIGERATION *		NEW LONDON, NH
HEALTH CARE BILLING SERVICE *	55 MECHANIC ST.	LEBANON, NH 03766
HEATH & LULL FUEL SERVICES	NEWPORT RD.	NEW LONDON, NH 03257
HENSCHEL CORP.	CEDAR ST.	AMESBURY, MA
HI TECH *	MAST RD.	MANCHESTER, NH
HIDEAWAY LODGE *		NEW LONDON, NH 03257
HILLHAVEN CORPORATION	16 HARTWELL AVE.	LEXINGTON, MA 02173
HILLSBOROUGH COUNTY NURSING *	GRASMERE ST.	GOFFSTOWN, NH 03045
HITCHINER MANUFACTURING CO. *		MILFORD, NH
HOLLAND'S ELECTRIC & APPL. *	13 SYNDICATE ST.	NEWPORT, NH 03773
HOLLIS ENGINEERING *	15 CHARRON AVE.	NASHUA, NH 03060
HOLLIS GEOSYSTEMS CORP. *	11 COLUMBIA DRIVE	AMHERST, NH 03031
HOLMES MEDICAL REGIONAL HOSP.	MELBOURNE RD.	MELBOURNE, FL
HOLT AGENCY *	70 NASHUA ST.	MILFORD, NH 03055
HOWARD MENTAL HEALTH COM.CTR.*	300 FLYNN AVE.	BURLINGTON, VT 05401
HOWE, RILEY & HOWE *	707 CHESTNUT ST.	MANCHESTER, NH 03101
HOYLE & TANNER ASSOC.	1 TECHNOLOGY PK.	LONDONDERRY, NH 03063
HUGGINS HOSPITAL *	SO. MAIN ST.	WOLFEBORO, NH 03894
IBM *		EAST FISHKIL, NY
IBM ELECTRONICS	531 FRONT ST.	MANCHESTER, NH
IBM RESEARCH DEPT. *		YORKTOWN, NY
IMAGITEX *		NASHUA, NH
INDEPENDENCE ELECTRONICS *		COLEBROOK, NH 03576
INGERSOLL-RAND *	150 BURKE ST.	NASHUA, NH
INTEGRATED CONTROL CONCEPTS *	NORTHERN BLVD.	AMHERST, NH 03031
INTERNATIONAL PACKINGS CORP. *	PLEASANT ST.	BRISTOL, NH 03222
INTERSTATE ELECTRIC *	45 BLAINE ST.	MANCHESTER, NH

IOS CONSULTANT ENGINEERS *		EXETER, NH 03833
ISAACSON STEEL, INC. *	JERICHO RD.	BERLIN, NH 03570
ITRAN CORP.	670 NO. COMMERCIAL ST.	MANCHESTER, NH 03101
J & L BODY SHOP *	ROUTE 124	SURRY, NH 03431
JACKSON, MARIANNE, MD *	MAIN ST.	NO. CONWAY, NH 03860
JAMES RIVER CORPORATION	650 MAIN ST.	BERLIN, NH 03570
JBIC *	1000 EAST INDUSTRIAL P	MANCHESTER, NH
JEWELL ELECTRICAL INST. *	GRENIER FIELD	MANCHESTER, NH 03103
JOHN HANCOCK INSURANCE *		NORTH CONWAY, NH 03860
JOHN HANCOCK LIFE INS. CO. *	64 OLD SUNCOOK RD.	CONCORD, NH 03301
JOHN P. LANNI, MD	DOCTOR'S PARK	DOVER, NH
JOHN STANEK CORPORATION *	TEMPLE RD.	NEW IPSWICH, NH 03071
JOHNSON PRINTING *	390 UNION AVE.	LACONIA, NH 03246
JORDAN MILTON CAT	HOPKINTON RD.	HOPKINTON, NH 03301
KAHUT ELECTRIC, INC. *	KICK ST.	AVENEL, NJ
KALWALL CORP. *	CANDIA RD.	MANCHESTER, NH 03101
KANCAMAGUS MOTOR LODGE *		LINCOLN, NH 03251
KAYSER & CLARK FAMILY DENTAL *	PONEMAH RD.	AMHERST, NH 03031
KEENE CLINIC *	580 COURT ST.	KEENE, NH 03431
KELLER PRODUCTS *	41 UNION ST.	MANCHESTER, NH 03101
KENNEDY CORPORATION *		WOBURN, MA 01810
KESHISHIAN, KEVORK, MD *	1470 ELM ST.	MANCHESTER, NH 03101
KEY-LOC MODULAR HOMES *	BOX 226	SUNCOOK, NH 03275
KILLMANS	RTE 3 SO.	MERRIMACK, NH 03054
KIMBALL PHYSICS CO. *	KING BROOK RD.	WILTON, NH 03086
KINGSBURY MACHINE TOOL CO. *	MARLBORO ST.	KEENE, NH 03431
KINGSTON WARREN		NEWFIELDS, NH
KNOXLAND AUTO *		WEARE, NH
KOALA INN *	CONGRESS ST.	BOSTON, AM 02110
KOLLSMAN INSTRUMENT CO. *	8 CAPITAL ST.	NASHUA, NH 03060
KOLLSMAN INSTRUMENT *		MANCHESTER, NH
KOLLSMAN INSTRUMENT CO. *	DW HIGHWAY SO.	MERRIMACK, NH 03054
KRUYSMAN, G.P., DMD *	560 BURGESS ST.	BERLIN, NH 03570
LACONIA EVENING CITIZEN *	FAIR ST.	LACONIA, NH 03246
LACONIA STATE SCHOOL *	NORTH MAIN ST.	LACONIA, NH 03246
LADOUCEUR & LATOUCHE PLUBMING*		HOOKSETT, NH
LAKES REGION GENERAL HOSP.*	HIGHLAND ST.	LACONIA, NH 03246
LAKES REGION TRANSIT CO *	HAMMOND RD.	GILFORD, NH 03246
LANCASTER NURSING HOME *		LANCASTER, NH 03584
LAPIERRE & COMPANY *	98 PINE ST. EXT.	NASHUA, NH 03060
LASERTRON	97 NORTH AVE.	BURLINGTON, MA 01803
LAWRENCE EAGLE TRIBUNE *		LAWRENCE, MA 01842
LAWRENCE GENERAL HOSPITAL *	GENERAL RD.	LAWRENCE, MA 01840

LIBERTY MUTUAL INS. CO. *	225 BORTHWICK AVE.	PORTSMOUTH, NH 03801
LIGHT MACHINE CORPORATION	INDUSTRIAL DRIVE	MANCHESTER, NH
LITTLE GYPSY RESTAURANT *	MAIN ST.	GORHAM, NH 03581
LITTLETON HOSPITAL *	107 COTTAGE ST.	LITTLETON, NH 03561
LOMBARDI, JOHN L. DMD *	JM SMITH MEDICAL CTR.	LONDONDERRY, NH 03053
LONGCHAMPS ELECTRIC *		MANCHESTER, NH
LONGWOOD FARMS RESTAURANT *		CENTER HARBOR, NH 03227
LORD NELSON INN *		NEWPORT, VT 05855
LOWELL, CITY OF *	ROUTE 110	LOWELL, MA
LYNDONVILLE, TOWN OF WWT *		LYNDONVILLE, VT 05851
LYNN HOSPITAL *	212 BOSTON ST.	LYNN, MA 01904
MAILHOT AIR COND. & REF. *		MANCHESTER, NH
MALLOY *	1136 BEACON ST.	BOSTON, MA 02161
MAMMOUTH NURSING HOME *	1 MAMMOUTH RD.	MANCHESTER, NH
MANCHESTER PROSTHODONTIC ASSOC	2626 BROWN AVE.	MANCHESTER, NH 03103
MANCHESTER, CITY OF	ELM ST. CITY HALL	MANCHESTER, NH 03101
MAPLELEAF HEALTH CARE CTR. *	198 PEARL ST.	MANCHESTER, NH 03103
MAPLELEAF NURSING HOME *	593 MAPLE ST.	MANCHESTER, NH
MARDEN *		LYNDONVILLE, VT 05851
MARKEN MACHINE *		KEENE, NH
MARY HITCHCOCK MEM. HOSPITAL *	2 MAYNARD ST.	HANOVER, NH 03755
MARY IMMACULATE HOSPITAL		LAWRENCE, MA
MARY IMMACULATE NSG HOME *	BENNINGTON ST.	LAWRENCE, MA 01841
MASS FIRE ALARM *	14 MCINTYRE ST.	LOWELL, MA 01851
MASSACHUSETTS GEN. HOSPITAL *	FRUIT ST.	BOSTON, MA 02114
MCCRILLIS INSURANCE CO. *	DEPOT ST.	NEWPORT, NH 03773
MCDONALD'S SERVICE DEPT. *	90 SOUTH MAIN ST.	CONCORD, NH
MCFARLAND FORD CO. *	161 PORTSMOUTH AVE.	EXETER, NH
MCGREGOR MANOR *		
MCKERLEY COUNTY HOME *		CONCORD, NH 03301
MCKERLEY MEDICAL CENTER *		MANCHESTER, NH
MCMARINE MOTORS *		WEST LEBANON, NH
MEDIC AMBULANCE *		LOWELL, MA 01854
MEDICAL PERSONNEL POOL *	696 HANOVER ST.	MANCHESTER, NH
MEDICO CLINIC *	25 SOUTH MAPLE ST.	MANCHESTER, NH 03301
MELVIN GARAGE *	MAIN ST.	MELVIN VILLAGE, NH 03850
MEMORIAL HOSPITAL *	8 PROSPECT ST.	NASHUA, NH 03061
MEREDITH STATION RESTAURANT *		MEREDITH, NH 03253
MERRIMACK COUNTY NSG. HOME *	ROUTE 3	BOSCAWEN, NH 03301
MERRIMACK COUNTY SAVINGS BK. *	89 NO. MAIN ST.	CONCORD, NH 03301
MERRIMACK STREET GARAGE	54 MERRIMACK ST.	MANCHESTER, NH
MERRIMACK VOLVO *	MERRIMACK ST.	MANCHESTER, NH
MERRIMACK WASTE WATER PLANT *		MERRIMACK, NH 03054

MICRODYNAMICS INC. *	MAIN ST.	WOBURN, MA 01801
MIKE'S AUTO SERVICE *	153 MAIN ST.	GORHAM, NH 03581
MIKE'S GULF SERVICE *	MAIN ST.	HARDWICK, VT 05843
MILFORD MOTORS	ELM ST.	MILFORD, NH 03055
MILLER, STEPHEN DMD *	355 LAKE ST.	NASHUA, NH 03062
MILLIPORE *	80 ASHBY RD.	BEDFORD, NH 03102
MISSOULA REHABILITATION CTR.		MISSOULA, MT 59802
MIT RESEARCH *		BOSTON, MA
MITTERSILL *	MITTERSILL RD.	FRANCONIA, NH 03580
MODATEC	HARVARD ST.	MANCHESTER, NH
MONADNOCK FAMILY SERVICES *	331 MAIN ST.	KEENE, NH 03431
MONADNOCK NURSING HOME *	428 MAIN ST.	KEENE, NH 03431
MOONEY CONSTRUCTION *	PRESCOTT HILL	LACONIA, NH 03246
MOORE BUSINESS FORMS	BROWN AVE.	MANCHESTER, NH
MORAN, THOMAS F., INC.	55 SO. RIVER RD.	BEDFORD, NH 03102
MORTON AND COMPANY *	11 EAMES	WILMINGTON, MA 01887
MOSHE CONSTRUCTION *		KEENE, NH
MOUNT AUBURN HOSPITAL	330 MT. AUBURN ST.	CAMBRIDGE, MA 02238
MT. ASCUTNEY HOSPITAL *	COUNTY RD.	WINDSOR, VT 05089
MT. SIANI HOSPITAL	BLUE HILLS AVE.	HARTFORD, CT. 06612
N.E. DISK DRIVE SERVICE *	MORRISON RD.	WINDHAM, NH
N.H. ARTSTIC WEB *	BARNSTEAD PARADE	BARNSTEAD, NH 03218
N.H. BALL BEARING INC. *	JAFFREY RD	PETERBOROUGH, NH 03458
N.H. INSURANCE CO. *	ELM ST.	MANCHESTER, NH 03101
N.H. SAVINGS BANK *	27 NO. STATE ST.	CONCORD, NH 03301
N.H. STATE POLICE *	HAZEN DRIVE	CONCORD, NH 03301
N.H. TECHNICAL INSTITUTE *	FAN RD.	CONCORD, NH 03301
N.H. VOC-TECH COLLEGE *	MILAN RD.	BERLIN, NH 03570
NASHUA CORPORATION *	FRANKLIN ST.	NASHUA, NH 03061
NASHUA COUNTRY CLUB *		NASHUA, NH
NASHUA MEMORIAL HOSPITAL *	8 PROSPECT ST.	NASHUA, NH 03061
NATIONAL FENCE & GRANITE *	MANCHESTER ST.	CONCORD, NH 03301
NATIONAL SURVIVAL GAMES INC. *	RT. 11 POTTER PLACE	NEW LONDON, NH 03257
NAULT'S FORD *	SO. WILLOW ST.	MANCHESTER, NH 03103
NE MORTSASE ASSOC., INC. *	400 AMHERST ST.	NASHUA, NH 03063
NEIL VERMONT COMPANY *	450 MARLBOROUGH ST.	KEENE, NH 03431
NELSON HILL ELECTONICS CO. *	BOX 84	BRADFORD, NH 03221
NEW ENGLAND BRACE CO. *	1107 HOOKSETT RD.	MANCHESTER, NH 03104
NEW ENGLAND FIRE EQUIPMENT	FLETCHER ST.	LOWELL, MA 01854
NEW ENGLAND MICROWAVE CORP.	EXECUTIVE DR.	HUDSON, NH 03051
NEW ENGLAND POWER	25 RESEARCH DR.	WESTBOROUGH, MA 01581
NEW ENGLAND SOILS, INC.	BATES RD.	MERRIMACK, NH 03054
NEW ENGLAND TELEPHONE	1228 ELM ST.	MANCHESTER, NH 03101
NEW ENGLAND TELEPHONE *	TRI CITY ROAD	SOMERSWORTH, NH 03878
NEW ENGLAND TELEPHONE *	340 MAIN ST. SUITE 447	WORCESTER, MA 01608

NEW HAMPSHIRE HOSPITAL •	105 PLEASANT ST.	CONCORD, NH 03301
NEW HAMPSHIRE INSURANCE CO. •	1750 ELM ST.	MANCHESTER, NH 03107
NEW LONDON HOSPITAL •	COUNTRY RD.	NEW LONDON, NH 03257
NEWPORT HOSPITAL •	167 SUMNER ST.	NEWPORT, NH 03773
NH VAC-SON •		LACONIA, NH 03246
NIEDZIELSKI, EUGENE •	4 EPPING RD.	EXETER, NH 03833
NIGHSWANDER, MARTIN LAW •	ONE MILL PLAZA	LACONIA, NH 03246
NIKAM, INC. •	20 PARK ST.	AYER, MA 01432
NIKE, INC. •		EXETER, NH
NIMCOR •	PINE ST. EXTENSION	NASHUA, NH 03060
NORDAN SYSTEMS INC.	CONTINENTAL BLVD.	MERRIMACK, NH 03054
NORTH ADAMS REG. HOSPITAL •	HOSPITAL AVE.	NO. ADAMS, MA 01247
NORTH COUNTRY ALCOHOLISM ASC•		WOODSVILLE, NH 03785
NORTH COUNTRY EDUCATION SER. •	411 SCHOOL ST.	BERLIN, NH 03570
NORTH COUNTRY REHAB. CTR. •	MAIN ST.	FRANCONIA NH 03580
NORTH COUNTY MOTORS •		NEWPORT, VT 05855
NORTHERN TELECOM •	AIRPORT RD. BOX 649	CONCORD,NH 03301
NORTHWOOD NURSING HOME	668 AMHERST ST.	MANCHESTER, NH
ODD FELLOWS HOME •	200 PLEASANT ST.	CONCORD, NH 03301
OLESON, KENNETH W., DMD •	19 SO. MAIN ST.	HANOVER, NH 03755
OLSEN, KENNETH DMD •	ROUTE 120	LEBANON, NH 03766
OMNI SPECTOR •		MANCHESTER, NH
ORANGE EAST SCHOOL DISTRICT •	MAIN ST.	BRADFORD, VT 05033
ORTHOPIDIC & TRAUMA SURGEONS •	700 CENTRAL AVE.	DOVER, NH 03820
PADDOCK CONSTRUCTION CO. •	GREAT ISLAND	SUNAPEE, NH 03782
PANDORA INDUSTRIES, INC. •	150 DOW ST.	MANCHESTER, NH 03101
PAPA GINO'S •	129 LOUDON RD.	CONCORD, NH 03301
PARKLAND MEDICAL CENTER •	1 PARKLAND DRIVE	DERRY, NH 03038
PARTS PLUS AUTO CENTER	202 ISLINGTON ST.	PORTSMOUTH, NH
PAUL CHENARD INDUSTRIES		NEWINGTON, NH
PAUL PARENTEAU TRUCKING •	R.F.D.	ORLEANS, VT 05860
PAZANDEK, CHRIS DMD •	ROUTE 101	BEDFORD, NH 03102
PEER, STEPHEN D. DMD •	MAIN ST.	TILTON, NH 03276
PERIPHERAL PRODUCTS INC. •	BOX 9	FRANKLIN, NH 03235
PHEASANT WOOD HEALTH SERV.CT •	PLEASANT RD.	PETERBOROUGH, NH 03458
PHELAN, RALPH, DMD •	104 PLEASANT ST.	CONCORD, NH 03301
PHILLIP REFRIGERATION •		EAST HAMPSTEAD, NH
PLAMER'S INC. •	RT. 1 BOX 400	MORRISVILLE, VT 05661
PLANTRONIX WILCOM, PRODUCTS	P.O. BOX 500	LACONIA, NH 03246
PLB & HEATING CO.		PLYMOUTH, NH

PLEASANT VIEW RETIREMENT COM. *	232 PLEASANT ST.	CONCORD, NH 03301
PLYMOUTH SEWER DIST.	4 POST OFFICE SQ.	PLYMOUTH, NH 03264
PLYMOUTH STATE COLLEGE		PLYMOUTH, NH
POLYCLAD LAMINATES *	49 TANNERY ST.	FRANKLIN, NH 03235
PORTLAND GLASS *	DANIEL WEBSTER HIGHWAY	MANCHESTER, NH
POST & KHOUN, DMD *	105 WEST ST.	KEENE, NH 03431
POTTS, ANDREW MD *	RFD #2, NASHUA ST.	MILFORD, NH 03055
PRATT & WHITNEY *	WELLS ST., RT. 9	N. BERWICK, ME
PRATT & WHITNEY *	400 MAIN ST.	E. HARTFORD, CT 06108
PRINTERS INK *	358 HUSE ST.	MANCHESTER, NH 03103
PRINTING ETC. *	1105 UNION AVE.	LACONIA, NH 03246
PUBLIC SERVICE CO. OF NH	1000 ELM ST.	MANCHESTER, NH 03105
PURITY SUPREME	RT. 11	ROCHESTER, NH
PURITY SUPREME, INC. *	UPPER VALLEY SHOP. PLA	WEST LEBANON, NH 03784
PYNENBURG'S GARAGE *	DANIEL WEBSTER HWY.	MERRIMACK, NH 03054
QUARANTIELLO, FRANK DMD *	1448 ELM ST.	MANCHESTER, NH 03101
QUEEN CITY ELECTRIC *		MANCHESTER, NH
QUEEN CITY PRINTERS *		BURLINGTON, VT 05401
QUINN, THOMAS *	6 LOUDON RD.	CONCORD, NH 03301
RALPH'S TRUCK WORLD *	RT. 1	PORTSMOUTH, NH
RAYTHEON *		ANDOVER, NH 01810
RAYTHEON MARINE CO. *	676 ISLAND POND RD.	MANCHESTER, NH 03103
RAYTHEON MISSILE SYSTEM *	WEST HOLLIS ST.	NASHUA, NH 03062
RDS CONSTRUCTION *		CONCORD, NH
READING COMMUNITY CLINIC *		READING, MA 01867
RED JACKET INN *		NORTH CONWAY, NH 03860
RENAUD CO. *	1329 MAIN ST.	BERLIN, NH 03570
REWARD SUPPLY CO. *	567 MAIN ST.	BERLIN, NH 03570
RICE CONSTRUCTION *	BANFIELD RD.	PORTSMOUTH, NH
RICH'S DEPT. STORE *	BERLIN-GORHAM RD.	BERLIN, NH 03570
RICHARD BREW CO.	AIRPORT RD.	CONCORD, NH 03301
RIST-FROST ASSOC. ENGS. *	21 BAY ST.	GLENS FALLS, NY 12801
RIVERS ENGINEERING CORP.	PROFESSIONAL CENTER	LONDONDERRY, NH 03053
RMC GRAPHICS *	TASKER HILL RD.	CONWAY, NH 03818
ROCKINGHAM ELECTRICAL SUPPLY *	135 GLEN AVE.	BERLIN, NH 03570
ROCKINGHAM NURSING HOME *		BRENTWOOD, NH
ROCKINGHAM REGIONAL AMB. INC.*	227 MAIN ST.	NASHUA, NH 03060
ROCKWELL INTERNATIONAL *	8 CAPITAL ST.	NASHUA, NH 03060
ROSE-FOREMAN & CO. *	880 CANDIA RD.	MANCHESTER, NH 03101
ROSENBERG, STEPHEN *	410 SO. MAIN ST.	CONCORD, NH 03301
ROUSSEAU'S IGA *	PLEASANT ST.	BERLIN, NH 03570

ROYAL BUSINESS FORMS *		NASHUA, NH 03060
ROYMAL COATINGS CO. INC. *	GUILD RD.	NEWPORT, NH 03773
RUGGERIO AMBULANCE *		MILFORD, MA 01757
RURAL ELMS *	35 MAIN ST.	MEXICO, ME 04251
RUTLAND HOSPITAL *		RUTLAND, VT 05701
S.D.I. *	PINE VALLEY MILLS	MILFORD, NH 03055
SALEM, CITY OF BLDG.DEPT	GERENONTY DRIVE	SALEM, NH 03079
SALVATORELLO, FRED, DMD *	3 SUMMER ST.	HANOVER, NH 03755
SANDERS ASSOCIATES *	DANFORTH RD., PO BOX 86	NASHUA, NH 03060
SANDERS ASSOCIATES INC. *	CANAL ST.	NASHUA, NH 03060
SANFACON/CERVENY *	ONE MILL PLAZA	LACONIA, NH 03246
SANTA'S VILLAGE *		JEFFERSON, NH 03583
SAPHIKON DIV. TYCO LABS	51 POWERS ST.	MILFORD, NH 03055
SCEVA SPEARE HOSPITAL *	2 HOSPITAL RD.	PLYMOUTH, NH 03264
SCHNABEL FOUNDATION CO.		BEDFORD, NH 03102
SCHOOL ADMIN. DIST. #22 *		HAMPDEN, ME 04444
SCHOOL ADMIN. UNIT #24 *	P.O. BOX 516	HENNIKER, NH 03242
SCHOOL SUPER. UNION #24 *	SCHOOL HILLS	HILLSBORO, NH 03244
SCHOOL SUPER. UNION #49 *		WOLFEBORO, NH 03894
SCHOOL SUPER. UNION #6 *	165 BROAD ST.	CLAREMONT, NH 03743
SCOTT, HH	20 COMMERCE AVE.	WOBURN, MA 10801
SEARS SERVICE DEPARTMENT *	SOUTH WILLOW ST.	MANCHESTER, NH
SEMIKRON INTERNATIONAL, INC.*	PO BOX 66	HUDSON, NH 03051
SEMINOLE POINT HOSPITAL *	WOODLAND RD.	SUNAPEE, NH 03782
SERO-MATION CORP. *	ROUTE 3	NASHUA, NH 03060
SHERATON TARA HOTEL *		NASHUA, NH
SHERIDAN CORPORATION *	WESTERN AVE.	FAIRFIELD, ME 04837
SHERWIN ELECTRICAL CONTRACTOR	MARYANN RD.	MANCHESTER, NH
SIMPLEX WIRE & CABLE *		NEWINGTON, NH
SJT SATELLITE SYSTEMS *	150 SPRUCE ST.	MANCHESTER, NH 03101
SKIP POWELL ELECTRIC *		DOVER, NH
SLASH TECHNOLOGY		NASHUA, NH
SNOOKER'S RESTAURANT *	ROUTE 28	WOLFEBORO, NH 03894
SOLEX DEVELOMENT CORP. *	9 MILL ST.	LAWRENCE, MA 01840
SOMERSWORTH DATSUN *		SOMERSWORTH, NH
SOUSA, MANUEL J., DMD *	32 STILES RD.	SALEM, NH 03079
SPAULDING PRINTERS *	16 TINKER AVE.	LONDONDERRY, NH 03038
SPAULDING REHAB. HOSPITAL *	NAUSHEN ST.	BOSTON, MA 02114
SPAULDING YOUTH CENTER		NORTHFIELD, NH 03276
SPECTACULAR RIDES *		W. LEBANON, NH
SPERRY CORPORATION	60 WILLIAM ST.	WELLESLEY, MA 02181
SPOFFORD HALL *	ROUTE 9-A	SPOFFORD, NH 03462

SPORZIK, DAVID A., DMD *	WASHINGTON ST., BOX 28	CONWAY, NH	03818
SPRAGUE ELECTRIC CO. *	70 PEMBROKE RD.	CONCORD, NH	03301
SPRINGFIELD HOSPITAL *	RIDGEWOOD RD.	SPRINGFIELD, VT	05156
ST. CLAIR CONSTRUCTION		STAFFORD, NH	
ST. ELIZABETH HOSPITAL	736 CAMBRIDGE ST.	BRIGHTON, MA	02154
ST. JOHN'S HOSPITAL *	1 HOSPITAL DRIVE	LOWELL, MA	01852
ST. JOSEPH'S HOSPITAL *	172 KINGSLEY ST.	NASHUA, NH	03080
ST. LUKES HOSPITAL *		BLUEFIELD, WV	24701
ST. MARY'S BANK *	200 MCGREGOR ST.	MANCHESTER, NH	03101
ST. THERESA'S MANOR *	519 BRIDGE ST.	MANCHESTER, NH	03103
ST. VINCENT DE PAUL NURSING *	PROVIDENCE AVE.	BERLIN, NH	03570
STABILE & SONS *		NASHUA, NH	
STANLEY ELEVATOR *	LOGAN AIRPORT	BOSTON, MA	02155
STATE LIQUOR COMMISSION *	CAPITOL SHOPPING CTR.	CONCORD, NH	03301
STATE MOTORS	DANIEL WEBSTER HIGHWAY	MANCHESTER, NH	
STATE OF NEW HAMPSHIRE *	HIGHWAY DEPARTMENT	EPPING, NH	03042
STATE OF NH PUBLIC HEALTH *	HAZEN DRIVE	CONCORD, NH	03301
STATE OF NH STATE PLANNINT *	2 1/2 BEACON ST.	CONCORD, NH	03301
STEWART'S AMBULANCE	FOUNDRY AVE.	MEREDITH, NH	03253
STORACE, ANTHONY, DMD *	5 COLISEUM DRIVE	NASHUA, NH	03063
STORYLAND *		GLEN, NH	03838
STRAFFORD LEARNING CENTER	317 MAIN ST.	SOMERSWORTH, NH	03878
STREET ELECTRIC		MEREDITH, NH	
STRUCTURES UNLIMITED *	RIVER RD.	BOW, NH	
STRUTHERS-DUNN INC. *	290 BEDFORD ST.	MANCHESTER, NH	03101
STUDENT CONSERVATION ASSOC.	MAIN ST.	CHARLESTOWN, NH	03603
SULLIVAN COUNTY HOME *	UNITY RD.	CLAREMONT, NH	03743
SULLIVAN COUNTY REHAB. CTR. *	WEST CLAREMONT RD.	CLAREMONT, NH	03743
SUM FOUR *		MANCHESTER, NH	
SUMMIT PACKING SYSTEMS *	GRENIER FIELD	MANCHESTER, NH	
SWANSON, ALLAN H.	CONGRESS ST.	NASHUA, NH	03062
SWEETHEART PLASTICS	GAY ST.	MANCHESTER, NH	
T SQUARE ENGINEERING INC. *	OAK ST. EXTENSION	NEWPORT, NH	03773
T.H. MODPIERS	PORTSMOUTH AVE.	GREENLAND, NH	
TALARICO CHEVROLET, PONTIAC	ELM ST.	MILFORD, NH	03055
TECH RESOURCES *		AMHERST, NH	
TECH RESOURCES, INC. *	23 PINEWOOD DRIVE	AMHERST, NH	03031
TELEDYNE ELECTRO-MECHANISMS *	110 LOWELL RD.	HUDSON, NH	03051
TELEFLEX INTERCONNECT SYS. *	PLANTATION DR.	JAFFREY, NH	03452
TERADYNE CONNECTION SYSTEMS *	44 SIMON ST.	NASHUA, NH	03060
TESTERION OF NEW ENGLAND	COLUMBIA DRIVE	AMHERST, NH	03031
TESTERION OF NEW ENGLAND *	900 MANSELL RD.	ROSWELL, GA	30077

THE NESHOBE SCHOOL *		BRANDON, VT 05733
THE THETFORD ELEMENTARY SCH. *		THETFORD, VT 05074
THIBODEAU MACHINE SHOP *		NEWPORT, VT 05855
THOMAS MORAN, INC. *	SOUTH RIVER RD.	MANCHESTER, NH
THOMPSON, PAUL, DMD *	NO. RIVER RD.	MANCHESTER, NH 03103
TIBBEAU MACHINE SHOP *		COVENTRY, VT
TINY'S GARAGE *	5 ATWOOD AVE.	HUDSON, NH 03051
TOM CALLAHAN ASSOCIATES *	POWERS ST.	MILFORD, NH 03055
TRADE ENGRAVING *	1015 SLEIGHT BLVD.	ORLANDO, FL 32803
TRADITIONAL MANAGEMENT CO. *	BOX 977	HANOVER, NH 03755
TROGAN PRESS		TROY, NH 03465
TULLY BUICK	DW HIGHWAY	NASHUA, NH 03062
TV GUY *		WOODSVILLE, NH 03785
TWIN STATE SURVEYS *		WEST SPRINGFIELD, NH 03284
UNION BUTTERFIELDS *	BAXTER AVE.	DERBY LINE, VT 05830
UNIV. OF TEXAS. MED. BRANCH *	8TH E. MECHANICS ST.	GALVESTON, TX 77550
UNIV. OF VA MEDICAL CENTER *	JEFFERSON PARK AVE.	CHARLOTTESVILLE, VA 22901
UNIVERSAL INSTRUMENTS	MAIN ST.	BINGHAMPTON, NY
UPPER CONN. VALLEY HOSPITAL *		COLEBROOK, NH 03576
USAF HOSPITAL	PEASE AIR FORCE BASE	PORTSMOUTH, NH 03801
VA HOSPITAL *	SMYTHE RD.	MANCHESTER, NH 03104
VALLEY FAMILY PHYSICIANS *	ARBOR WAY	CHARLESTOWN, NH 03603
VALLEY REGIONAL HOSPITAL *	ELM ST.	CLAREMONT, NH 03743
VARIAN-BEVERLY MICROWAVE	8 SALEM RD.	BEVERLY, MA 01915
VEGA, FREDERICK, DMD	ROUTE 28	SUNCOOK, NH 03275
VERMONT CASTINGS	PRINCE ST.	RANDOLPH, VT 05060
VERMONT PRISON FARM *	COUNTY RD.	WINDSOR, VT 05089
VERMOUTH, NEIL CO. *	45 MARLBOROUGH ST.	KEENE, NH 03431
VETERANS ADMINISTRATION *	NO. HARTLAND RD.	WHITE RIVER JCT., VT 05001
VIBRAC CORPORATION *	16 COLUMBIA RD.	AMHERST, NH 03054
VILLAGE AUTO BODY *	482 AMHERST ST.	NASHUA, NH 03063
VILLAGE OF LOON MTN. *		LINCOLN, NH 03251
VISITING NURSE ASSOCIATION	194 CONCORD STREET	MANCHESTER, NH
VMI *		BURLINGTON, VT 05401
WALKER INSURANCE AGENCY, INC.*	49 VILLAGE SQ.	BELLOWS FALLS, VT 05101
WALSH, MICHAEL MD *	189 N. MAIN ST.	CONCORD, NH 03301
WALTON TOYOTA *	354 MAIN ST.	SALEM, NH 03079
WANS LABORATORIES, INC.	ONE INDUSTRIAL AVE.	LOWELL, MA 01851
WASSIAC-N.Y. DEVELOPMENT CTR.		WASSIAC, NY 12592

WATERVILLE OSTEOPATH HOSP. *	KENNEDY MEMORIAL DR.	WATERVILLE, ME 04390
WAYNE GREEN ENTERPRISE *		PETERBOROUGH, NH 03458
WEEKS MEMORIAL HOSPITAL *	MIDDLE ST.	LANCASTER, NH 03584
WENTWORTH DOUGLAS HOSPITAL *	CENTRAL AVE.	DOVER, NH 03820
WENTWORTH NURSING HOME		PORTSMOUTH, NH 03801
WESTWOOD HEALTHCARE CENTER *	298 MAIN ST.	KEENE, NH 03431
WHITE HORSE INN *	NASHUA ST.	MILFORD, NH 03055
WHITE MTN. TECH. SERVICE *	COTTAGE ST.	LITTLETON, NH 03561
WHITE, WILLIAM L., DMD *	RTE 102 12 PARMENTER R	LONDONDERRY, NH 03053
WHITEFIELD SAVINGS & TRUST *		WHITEFIELD, NH 03598
WILBER'S HARDWARE *	LOUDON RD.	CONCORD, NH 03301
WILCOM/PLANTRONICS *	ROUTE 3	LACONIA, NH 03246
WILLEY BROTHERS ASSOCIATES *		DURHAM, NH
WINTERBROOK CORP.	WINTERBROOK WAY	MEREDITH, NH 03253
WINTHROP HOSPITAL *	40 LINDOLN ST.	WINTHROP, MA 02152
WOODWARD'S *	PRESCOTT HILL	LACONIA, NH 03246
XEROX *	SOUTH RIVER RD.	BEDFORD, NH
YALE-NEW HAVEN HOSPITAL *	20 YORK ST.	NEW HAVEN, CT 06504
YANKEE TRAVELER *	NEWINGTON MALL	NEWINGTON, NH 03801
YIPES, STRIPES *	516 ELM ST.	MANCHESTER, NH 03101
YORK COUNTY HOSPITAL *	15 HOSPITAL DRIVE	YORK, ME 03909
YORK LAND SERVICES *	MAIN ST.	BERLIN, NH 03570
YOUTH DEVELOPMENT CENTER *	1065 NO. RIVER RD.	MANCHESTER, NH 03101

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